

Port of Port Townsend
Summary of Operating & Non-Operating Revenues & Expenses
2019 Activity with Comparison to Prior Year and Budget

	YTD Sep 2018	YTD Sep 2019	Variance to prior year - 2018 v 2019	notes	YTD Budget 2019	Variance to Budget YTD
REVENUES						
Boat Haven Moorage	1,431,070	1,464,452	33,381		1,463,670	782
Yard Operations	1,244,518	1,438,275	193,757		1,356,702	81,573
Boat Haven Properties	493,973	535,388	41,415		482,250	53,138
Pt. Hudson Marina, RV & Prop	1,144,859	1,178,137	33,277	a	1,187,302	(9,165)
Quilcene	124,367	131,548	7,181		126,822	4,726
Ramps	40,706	47,684	6,978		43,602	4,082
JCIA	100,705	112,922	12,217		104,608	8,314
Total Operating Revenues	4,580,199	4,908,405	328,206		4,764,956	143,449
OPERATING EXPENSES						
Salaries & Wages	1,613,348	1,521,889	(91,459)		1,602,266	(80,377)
Payroll Taxes	162,503	167,913	5,410		175,215	(7,302)
Employee Benefits	557,610	513,469	(44,141)		515,839	(2,370)
Uniform Expense	2,647	5,704	3,057		6,349	(644)
Contract Services	225,883	190,174	(35,710)		209,039	(18,865)
Consulting Services	54,278	48,629	(5,649)		98,500	(49,871)
Legal & Auditing	138,211	115,037	(23,174)	b	74,997	40,040
Facilities & Operations	502,161	612,662	110,501	c	597,749	14,913
Utilities	400,003	422,070	22,067	d	422,598	(528)
Marketing	44,542	47,942	3,400	e	37,116	10,826
Economic Development	15,000	-	(15,000)		15,000	(15,000)
Travel & Training	20,677	25,448	4,771	f	23,113	2,335
Cost of Goods - Fuel	9,059	12,424	3,365	g	8,961	3,463
Community Relations	-	35	35		-	35
Total Operating Expenses	3,745,921	3,683,394	(62,527)		3,786,741	(103,347)
Income from Operations w/o Depr	834,278	1,225,011	390,733		978,215	246,796
Non-Operating Revenue						
Capital Contributions/Grants	113,713	335,481	221,767	h	2,392,028	(2,056,547)
Interest	48,910	40,218	(8,692)	i	24,700	15,518
Property & other taxes	802,718	686,536	(116,182)		645,632	40,904
Misc Non-Operating Revenue	55,348	251,791	196,444	j	24,835	226,956
Total Non-Operating Revenues	1,020,689	1,314,026	293,336		3,087,195	(1,773,169)
Non-Operating Expenses						
Bond Interest	231,676	150,294	(81,382)		143,544	6,750
Bond Mgmt, Issuance & Misc Exp	1,408	450	(958)		1,135	(685)
Election Expense	-	-	-		-	-
Total Non-Operating Expenses	233,084	150,744	(82,340)		144,679	6,065
Net Non-Operating Income (Expense)	787,606	1,163,282	375,676		2,942,516	(1,779,234)
Net Income (Loss)	1,621,884	2,388,293	766,409		3,920,731	(1,532,438)

Notes:

(a) *YTD Point Hudson revenues are more than the prior year, but still slightly below budget. The RV Park was significantly below budget due to the February cold weather (~\$8,000) which continues to effect the YTD budget results.*

(b) *Whereas this is below 2018, it is higher than budget due to invoices for legal services related to Seattle Maritime Academy litigation regarding the John Cobb derelict vessel. A settlement payment was received in July that offset the YTD SMA legal fees (~\$47,000).*

(c) *The primary reason for the variance to prior year is due to the Cash Basis reporting of payment for the Port's General Liability and Property insurance as it is no longer allocated monthly, but recognized when paid (~September annually). YTD Actual is slightly head of Budget.*

(d) *The primary reason for the year to year comparative increase is due to invoice payment timing using Cash Basis reporting rather than accrual. Budget is on target.*

(e) *Significant increase in Marketing costs, specifically marketing port facilities and services, with emphasis on the Marine Trades (increase of \$6,181). Other costs are related to Promotional efforts, such as \$2,900 newspaper contribution to the Working Waterfront section of the Leader last winter.*

(f) *Variance to prior year, 2019 is higher due to Hazwoper training for staff (\$4,181).*

(g) *Increase from year to year comparison and YTD budget to actual is changing from accrual based (reporting the cost of fuel SOLD), versus cash based (reporting the cost of fuel PURCHASED).*

(h) *YTD Capital Contributions/Grants are less than YTD budget because it was anticipated the Port would be in construction phase of the JCIA Runway Rehab project at this point when the budget was adopted last year.*

(i) *Interest income is higher than budgeted because more cash has been retained since the JCIA Runway Rehab construction hasn't commenced.*

(j) *Increases to Miscellaneous Non-Operating Revenue for the \$100,000 paid for the purchase of a surplus building by New Day Fisheries; these monies have been placed in the Port Wide Capital Reserve. In addition, there was an increase of approximately \$132,000 for the portion of the SMA legal settlement (\$212,000) that wasn't used to pay down the outstanding accounts receivable for the Cobb vessel.*

**Port of Port Townsend
YTD Cashflow report**

	YTD September 2019
	notes
Net Income	2,388,293
Net Change in Accruals from Balance Sheet*	252,875
Less: Capital Expenses:	
JCIA Runway Replacement project	(300,165)
PTBH Water Meters project	(23,727)
BH Breakwater Repair 2019	(5,176)
PH Moorage Office Exterior Paint 2019	(9,328)
WorkYard Resurfacing 2019	(3,230)
PH South Jetty 2019-2020	(1,446)
PH 375 Hudson St. - Air Quality Imprvmts 2019	(16,158)
Boat Haven Net Float Reconstruction Improvements	(8,259)
Equipment replacement	(98,867)
Total Capital Expenses	(557,452)
Less: Principal Payments on Debt:	
Point Hudson - 2015 LTGO Refunding Bond	-
PTBH Marina - 2010 LTGO Bond	(450,000)
Total Principal Payments	(450,000)
Increase (Decrease) in Cash Y-T-D	1,633,716
Beginning Cash at 1/1/2019	1,632,311
Ending Cash at 9/30/2019	3,266,027

**These are current assets and current liabilities.*

Notes:

- (a) Purchase of the following equipment & vehicles:
- Vactor truck from City of Port Townsend (\$10,432)
 - Maintenance trucks (\$24,161 & \$2,500)
 - full payment of BH Restroom Fob Locking system (\$16,192)
- (2) replacement tires for 300 ton Travelift (\$23,762)
- BH Ramp Pay Station Kiosk & install (\$14,050)